

**For Immediate Release
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FREE WORKSHOPS TO FAMILIARIZE ASPIRING & EXISTING BUSINESS OWNERS WITH ENTREPRENEURIAL TRAINING, SMALL BUSINESS FINANCING

TRENTON, N.J. (February 9, 2007) –Free workshops on business planning and financing designed to familiarize aspiring and existing small-business owners with the popular Entrepreneurial Training Institute (ETI) have been scheduled during the late winter and spring at eight New Jersey locations.

The workshops will provide more detail about the ETI program and focus on how the program can provide the tools for a small-business owner to succeed. They will also explore the importance of having a detailed business plan, the broad range of resources available to help a business get off the ground and grow, and the mentoring assistance offered to ETI graduates.

The workshops have been scheduled in Hackettstown, Jackson, Jersey City, North Branch, Perth Amboy (Spanish-speaking only), Trenton, Vineland and Wayne. Those interested in reserving a seat at one of the workshops can call the ETI program at (609) 292-9279 or register on-line at www.njeda.com.

By attending one of the free workshops, interested individuals can decide if the ETI program is right for them before they register and pay a nonrefundable course fee. Local service providers and lender representatives will also attend each workshop to present information about their technical assistance services and resources.

The innovative ETI program, an initiative of the New Jersey Economic Development Authority (EDA), fosters the growth of small businesses, particularly woman-owned and minority-owned enterprises. More than 1,300 individuals have graduated from ETI and accumulated more than \$26 million in funding to support their business ideas since the program began in 1992.

The ETI program is offered in two segments. In ETI I, “Get Set for Entrepreneurship,” students focus on small-business feasibility, examining their business ideas, evaluating skills and risks, and identifying the resources necessary to move forward. ETI II, “Business Planning,” includes four highly structured three-hour sessions that help students develop a formal business plan with feedback and coaching.

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Spring ETI sessions will be offered in Jersey City, Union, Washington and Wayne in northern New Jersey, Jackson, North Branch and Trenton in central New Jersey, and Mount Laurel and Vineland in southern New Jersey. Additionally, training sessions will be offered in Spanish at the Perth Amboy location to further advance the vision of Governor Corzine's Economic Growth Strategy in encouraging entrepreneurship and growth of minority-owned businesses.

Primary sponsors of the ETI Program are Bank of America, Merrill Lynch, PNC Bank and the Wachovia Foundation. The EDA provides financing and technical support to encourage business and job growth in New Jersey.

The dates, locations and times for the free workshops are as follows:

Municipality	Date	Time	Place
Jersey City	Monday, Feb. 26	7-9 p.m.	Hudson County Community College Norton Room, 4th Floor 70 Sip Avenue
Jersey City	Saturday, March 3	9-11 a.m.	Hudson County Community College Norton Room, 4th Floor 70 Sip Avenue
Wayne	Wednesday, Feb. 21	6-8 p.m.	William Paterson University 1600 Valley Road
Hackettstown	Wednesday, March 14	6-8 p.m.	Centenary College 400 Jefferson Street Seay Administration Bldg., Rotunda Rm.
Jackson	Tuesday, May 1	6-8 p.m.	Ocean County Library, Jackson Branch 2 Jackson Drive 1st Floor Meeting Room
North Branch	Wednesday, April 25	6-8 p.m.	Raritan Valley Community College Grand Conference Room A Rt. 28 & Lamington Rd. Somerville
Trenton	Thursday, March 1	6-8 p.m.	Mercer County Library Lawrence Branch, Rms. 1 & 2 Rt. 1 & Darrah Lane Lawrenceville
Perth Amboy (Spanish Speaking)	Monday, March 5	6-8 p.m.	Middlesex County College Perth Amboy Center, Rm. A226 60 Washington Street
Vineland Rm.	Thursday, March 1	6-8 p.m.	Cumberland County College Luciano Conference Center, Banquet 3322 College Drive